

Message Text

UNCLASSIFIED

PAGE 01 STATE 086631

60
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

APPROVED BY EB/OCA/CM:LAKLIEFORTH

COM/BIC/OED/MEPD/SMCONGER

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM/INFO)

ARA/NC:FDEVINE

----- 008605

P 092321Z APR 76
FM SECSTATE WASHDC
TO AMEMBASSY BOGOTA PRIORITY

UNCLAS STATE 086631

E.O. 11652: N/A

TAGS: BENC, CO

SUBJECT: MAJOR PROJECT: ETHYLENE PLANT ENGINEERING
--- CONTRACT

REF: A) BOGOTA 3432, B) BOGOTA A-108

1. LUMMUS CO. HAS REQUESTED USG ASSISTANCE AND
REPRESENTATIONS ON BEHALF OF COMPANY RE BID FOR
ENGINEERING CONTRACT FOR BARRANCABERMEJA ETHYLENE
PLANT. AS MENTIONED REFTEL, LUMMUS IS ONLY U.S. FIRM
BIDDING AGAINST ITALIAN COMPANIES. SINCE ENGINEERING
FIRM WILL WRITE EQUIPMENT SPECIFICATIONS AND ASSIST
IN EQUIPMENT PROCUREMENT FOR THIS SIZABLE PROJECT, BELIEVE
USG SHOULD MAKE MAXIMUM EFFORT TO ASSIST LUMMUS IN
OBTAINING CONTRACT.

2. REQUEST EMBASSY MAKE HIGH-LEVEL REPRESENTATIONS, AS
APPROPRIATE, TO ECOPETROL MANAGEMENT TO EXPRESS USG
INTEREST IN PROJECT AWARDS AND TO EMPHASIZE LUMMUS'S
SUPERIOR KNOW-HOW IN ETHYLENE PRODUCTION. ANY INFO
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 086631

EMBASSY CAN DEVELOP ON LUMMUS'S COMPETITIVE POSITION AT

THIS TIME WOULD BE WELCOME, AS CONTRACT AWARD EXPECTED
SHORTLY.

3. AS BACKGROUND, LUMMUS (A SUBSIDIARY OF COMBUSTION
ENGINEERING) WAS LISTED IN 1975 AS THE LEADING
CONTRACTOR FOR THE CHEMICAL INDUSTRY IN THE WORLD
BY "CHEMICAL AGE", A BRITISH TRADE JOURNAL. LUMMUS'S
PREEMINENCE STEMS FROM EMPHASIS ON BUILDING LARGE
SCALE ETHYLENE UNITS WORLDWIDE USING COMPANY'S OWN
PROPRIETARY ETHYLENE TECHNOLOGY. COMPANY ESTIMATES
THAT BETTER THAN 40 PERCENT OF WORLD'S ETHYLENE
PRODUCTION IS BASED ON LUMMUS PROCESSES.

4. TIME PERMITTING, EMBASSY MAY WISH TO DISCUSS
PROJECT WITH LUMMUS SALES REPRESENTATIVE, ROBERTO
MAZZOTTA, WHO VISITS COLOMBIA REGULARLY RE THIS
PROJECT. (HE IS STATIONED IN CARACAS). COMPANY
UNCERTAIN OF HIS EXACT SCHEDULE, BUT ADVISES THAT HE
PROBABLY CAN BE REACHED IN BOGOTA AT HILTON OR
TEQUINDAMA HOTEL WHEN HE IS IN COLOMBIA.

5. PLEASE ADVISE SOONEST OF ANY ACTION TAKEN OR
INFORMATION OBTAINED.

KISSINGER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE086631
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/WHAIMES/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760136-0038
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760476/aaaacmvu.tel
Line Count: 85
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 BOGOTA 3432, 76 BOGOTA A-108
Review Action: RELEASED, APPROVED
Review Authority: MartinML
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUN 2004 by SilvaL0>; APPROVED <15 DEC 2004 by MartinML>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: ETHYLENE PLANT ENGINEERING --- CONTRACT
TAGS: BENC, CO
To: BOGOTA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006